## Received by NSD/FARA Registration Unit 03/15/2013 11:08:45 AM OMB NO. 1124-0002; Expires February 28, 2014

U.S. Department of Justice

Washington, DC 20530

#### **Supplemental Statement**

Pursuant to the Foreign Agents Registration Act of 1938, as amended

	. ,	For Six Month Pe	eriod Ending Janu	lary 31, 2013 (Insert date)	-		
		. I-	REGISTRANT	Γ			
1.	(a) Name of Registrant		(b) Registratio	n No.			
	Daniel J. Edelman, Inc.	•	3634				
	(c) Business Address(es) of Registrant 200 E. Randolph Drive, Flr 63 Chicago, IL 60601						
2.	Has there been a change in the informat  (a) If an individual:	tion previously fu	rnished in connec	tion with the f	following?		
	(1) Residence address(es)	Yes 🔲	No 🗆				
	(2) Citizenship	Yes 🗌	No 🗌				
	(3) Occupation	Yes 🗌	No 🗌			÷	
	(b) If an organization:						
	(1) Name	Yes □	No 🗵				
	(2) Ownership or control	Yes 🔲	No 🗵	*	•	• .	
	(3) Branch offices	Yes 🗌	No 🗵				
	(c) Explain fully all changes, if any, in	ndicated in Items	(a) and (b) above				
	•						
			·				
					•		
_	IF THE REGISTRANT	S IS AN INDIVI	DUAL OMIT RI	ESPONSE TO	TEMS 3.4 AN	JD 5(a)	
3	If you have previously filed Exhibit C <sup>1</sup> ,			•			
٥.	Yes ☐ No ⊠	state whether any	y changes merchi	nave occurred	during ans o mon	im reporting period.	•
	If yes, have you filed an amendment to	the Exhibit C?	Yes □	No 🗆			
	If no, please attach the required amendr		100 🗅	.,,,			
	in no, prease attach the required amenut	ment.			•		
				,			
	•	· .					

<sup>1</sup> The Exhibit C, for which no printed form is provided, consists of a true copy of the charter, articles of incorporation, association, and by laws of a registrant that is an organization. (A waiver of the requirement to file an Exhibit C may be obtained for good cause upon written application to the Assistant Attorney General, National Security Division, U.S. Department of Justice, Washington, DC 20530.)

(PAGE 2)

Yes ⊠  If yes, furnish the following Name Daniel J. Edelman  (b) Have any persons become parter Yes □  If yes, furnish the following Name  (a) Has any person named in Iter	Board of Directors or similar No 区	•	01.2	·
Name Daniel J. Edelman  (b) Have any persons become pa Yes   If yes, furnish the following Name	Board of Directors or similar No ⊠ information:	tors officials during this 6 mont	01.2 h reporting period	?
Name Daniel J. Edelman  (b) Have any persons become pa Yes   If yes, furnish the following Name	Board of Directors or similar No ⊠ information:	tors officials during this 6 mont	01.2 h reporting period	?
(b) Have any persons become pa Yes □ If yes, furnish the following Name	artners, officers, directors or similar No ⊠ information:	officials during this 6 mont	h reporting period	?
Yes □ If yes, furnish the following Name	No ⊠ information:			٠.,
Yes □ If yes, furnish the following Name	No ⊠ information:			٠.,
Yes □ If yes, furnish the following Name	No ⊠ information:			٠.,
Name		Citizenship	Position	Date Assumed
Name		Citizenship	Position	Date Assumed
a) Has any person named in Iter				
a) Has any person named in Iter				
a) Has any person named in Iter				
a) Has any person named in Iter				
a) Has any person named in Iter				
a) Has any person named in Itel	44) 1 1 1 1 1	C d Cd :	6 6 : :	10
· · · · · · · · · · · · · · · · · · ·	•	furtherance of the interests	of any foreign prin	icipal?
Yes	No 🛭			
if yes, identify each such per	rson and describe the service render	rea.		
•				
•	*			
	ing period, has the registrant hired a registrant directly in furtherance of similar capacity? Yes ⊠			
Name	Residence Address	Citizenship	Position	Date Assumed
See Attachment A, Page		•		•
4 in the supplemental				
Statement under				
"answers for question 5				
(b)".				
	viduals, who have filed a short form			yment or
	nt during this 6 month reporting per	riod? Yes ⊠ N	Го □	
If yes, furnish the following			•	
Name		on or Connection	Dat	te Terminated
See Attachment A, Page 4				•
supplemental Statement u				
"answers for question 5(C)	"-			
· · · - · · · · · · · · · · · · · · · ·	viduals, who have filed a short form	<u> </u>	inated their conne	ction with any forei
principal during this 6 month	reporting period? Yes 🛛	No 🗆		
If yes, furnish the following	information:	•		
Name	Position or Connection	Foreign Principal	Dat	e Terminated
See answer for Question				
5(c).				
- \-/-				
T. 1 . 0	tements been filed by all of the pers	4. * *	15(1) (4)	

(PAGE 3)

II - FOREIGN PRINCIPAL		١T	1	p	ľ	$\Gamma$	J	N	1	R	P	V	ובי	T	F	R	7	Ų.	_ 1	T	1
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. Has your connection with any foreign principal ended during this 6 month reporting period If yes, furnish the following information:	d? Yes ⊠	No 🗆
Foreign Principal	Date of Termination	on ·
United Arab Emirates: Ministry of Foreign Affairs 08/2012	2	
	·	
		•
Have you acquired any new foreign principal(s) <sup>2</sup> during this 6 month reporting period? If yes, furnish th following information:	Yes 🗵	No 🗀
Name and Address of Foreign Principal(s)	Date Acquired	
Permanent Mission of the Kingdom of Saudi Arabia 12/2012	-	
	ntinued to represent	t during the 6 m
reporting period.	ntinued to represent	t during the 6 m
reporting period.  Bombardier, Inc. Oerlikon Solar, Ltd.	ntinued to represent	t during the 6 m
reporting period.  Bombardier, Inc. Oerlikon Solar, Ltd. Kongsberg Protech Systems	ntinued to represent	t during the 6 m
reporting period.  Bombardier, Inc. Oerlikon Solar, Ltd. Kongsberg Protech Systems Republic of Singapore	ntinued to represent	t during the 6 m
reporting period.  Bombardier, Inc. Oerlikon Solar, Ltd. Kongsberg Protech Systems	ntinued to represent	t during the 6 m
reporting period.  Bombardier, Inc. Oerlikon Solar, Ltd. Kongsberg Protech Systems Republic of Singapore	ntinued to represent	t during the 6 m
reporting period.  Bombardier, Inc. Oerlikon Solar, Ltd. Kongsberg Protech Systems Republic of Singapore	ntinued to represent	t during the 6 m
reporting period.  Bombardier, Inc. Oerlikon Solar, Ltd. Kongsberg Protech Systems Republic of Singapore Grupo Vicini	<b>-</b>	t during the 6 m
reporting period.  Bombardier, Inc.  Oerlikon Solar, Ltd.  Kongsberg Protech Systems  Republic of Singapore  Grupo Vicini	<b>-</b>	t during the 6 m
reporting period.  Bombardier, Inc. Oerlikon Solar, Ltd. Kongsberg Protech Systems Republic of Singapore Grupo Vicini  O. (a) Have you filed exhibits for the newly acquired foreign principal(s), if any, listed in Iter	<b>-</b>	t during the 6 m
reporting period.  Bombardier, Inc. Oerlikon Solar, Ltd. Kongsberg Protech Systems Republic of Singapore Grupo Vicini  0. (a) Have you filed exhibits for the newly acquired foreign principal(s), if any, listed in Iter Exhibit A <sup>3</sup> Yes \(\square\) No \(\overline{\text{No}}\)	<b>-</b>	t during the 6 m
reporting period.  Bombardier, Inc. Oerlikon Solar, Ltd. Kongsberg Protech Systems Republic of Singapore Grupo Vicini  0. (a) Have you filed exhibits for the newly acquired foreign principal(s), if any, listed in Iter Exhibit A <sup>3</sup> Yes □ No ⊠ Exhibit B <sup>4</sup> Yes □ No ⊠  If no, please attach the required exhibit. Documents Attached	em 8?	
Bombardier, Inc. Oerlikon Solar, Ltd. Kongsberg Protech Systems Republic of Singapore Grupo Vicini  0. (a) Have you filed exhibits for the newly acquired foreign principal(s), if any, listed in Iter Exhibit A <sup>3</sup> Yes \( \square\) No \( \square\) Exhibit B <sup>4</sup> Yes \( \square\) No \( \square\) If no, please attach the required exhibit. <b>Documents Attached</b> (b) Have there been any changes in the Exhibits A and B previously filed for any foreign	em 8? principal whom yo	
reporting period.  Bombardier, Inc. Oerlikon Solar, Ltd. Kongsberg Protech Systems Republic of Singapore Grupo Vicini  0. (a) Have you filed exhibits for the newly acquired foreign principal(s), if any, listed in Iter Exhibit A <sup>3</sup> Yes □ No ⊠ Exhibit B <sup>4</sup> Yes □ No ⊠  If no, please attach the required exhibit. Documents Attached	em 8? principal whom yo ⊠	

<sup>2</sup> The term "foreign principal" includes, in addition to those defined in section 1(b) of the Act, an individual organization any of whose activities are directly or indirectly supervised, directed, controlled, financed, or subsidized in whole or in major part by a foreign government, foreign political party, foreign organization or foreign individual. (See Rule 100(a) (9)). A registrant who represents more than one foreign principal is required to list in the statements he files under the Act only those principals for whom he is not entitled to claim exemption under Section 3 of the Act. (See Rule 208.)

3 The Exhibit A, which is filed on Form NSD-3 (Formerly CRM-157) sets forth the information required to be disclosed concerning each foreign principal.

4 The Exhibit B, which is filed on Form NSD-4 (Formerly CRM-155) sets fourth the information concerning the agreement or understanding between the registrant and the

foreign principal.

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11.	During this 6 month reporting period, have you engaged in any activities for or rendered any services to any foreign principal named in Items 7, 8, or 9 of this statement?  Yes  No
	If yes, identify each foreign principal and describe in full detail your activities and services:
	See Attachment A: Activities.FEB2013 (attached to this filing/report)
12.	During this 6 month reporting period, have you on behalf of any foreign principal engaged in political activity <sup>5</sup> as defined below Yes □ No ⊠
	If yes, identify each such foreign principal and describe in full detail all such political activity, indicating, among other things, the relations, interests and policies sought to be influenced and the means employed to achieve this purpose. If the registrant arranged, sponsored or delivered speeches, lectures or radio and TV broadcasts, give details as to dates, places of delivery, names of speakers and subject matter.
13.	In addition to the above described activities, if any, have you engaged in activity on your own behalf which benefits your foreign principal(s)? Yes □ No ⊠
	If yes, describe fully.
	en de la companya de La companya de la co

<sup>5</sup> The term "political activity" means any activity that the person engaging in believes will, or that the person intends to, in any way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting or changing the domestic or foreign policies of the United States or with reference to political or public interests, policies, or relations of a government of a foreign country or a foreign political party.

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#### IV - FINANCIAL INFORMATION

14. (a)		orting period, have you re ther source, for or in the i				
	money either as compens		Yes ⊠	No □	,	
	If no, explain why. See Attachments to this	filing/rapart				
	B: Receipts & C: Disburse	- '				
			·			
	If yes, set forth below in	the required detail and se	parately for eac	ch foreign principal a	n account of s	uch monies.6
	Date See Attachments to this filing/ report	From Whom		Purpose		Amount
	B: Receipts & C: Disbursements	• .				
						•
						Total
(b)		ISING CAMPAIGN orting period, have you rein Items 7, 8, or 9 of this	· -	of a fundraising camp	aign <sup>7</sup> , any mo No ⊠	ney on behalf of any
	If yes, have you filed an	Exhibit D to your registra	tįon?	Yes 🗆	No □	
	If yes, indicate the date t	he Exhibit D was filed.	Date		· · · · · · · · · · · · · · · · · · ·	
(c)		OF VALUE orting period, have you red of this statement, or from No □				
	If yes, furnish the follow	ing information:				
	Foreign Principal Grupo Vicini	Date Rece 12/2012		Thing of Value ndar and Book	Cŀ	Purpose oristmas Gift

<sup>6, 7</sup> A registrant is required to file an Exhibit D if he collects or receives contributions, loans, moneys, or other things of value for a foreign principal, as part of a fundraising campaign. (See Rule 201(e)).

<sup>8</sup> An Exhibit D, for which no printed form is provided, sets forth an account of money collected or received as a result of a fundraising campaign and transmitted for a foreign principal.

<sup>9</sup> Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

Total

**							(PAGE 6)				
15. (a)	DISBURSEMENTS-MONIES  During this 6 month reporting period, have you  (1) disbursed or expended monies in connection with activity on behalf of any foreign principal named in Items 7, 8, or 9 of this statement? Yes ⊠ No □										
	(2) transmitted monie			Yes 🗆	No ⊠						
			- · · ·								
	If no, explain in full de	tail why there w	ere no disbursemen	is made on behalf	t of any foreign p	огипсіраі.					
	If yes, set forth below i monies transmitted, if a			for each foreign p	principal an acco	unt of such m	onies, including				
	Date	To W	hom	I	Purpose	•	Amount				
	See Attachments to this filing/										
	report	·									
	B: Receipts & C: Disbursements										
			•								
					•						
	•										
		·				•					
			,								
				•							
. '											
-		·	·	:							
	•										

(b)	DISBURSEME	ENTS-THINGS OF VA	LUE			(PAG
(-)	During this 6 m	onth reporting period, has activities on behalf of ar Yes \(\sigma\) No [	ve you disposed ny foreign princi			
	If yes, furnish th	ne following information:	:			
	Date	Recipient	Foreign Prin	ncipal	Thing of Value	Purpose
			•	•		
	•					•
						•
		. ,				
	Droptipons en	INTERNAL COL		<b>,</b>		
(c)	During this 6 me other person, ma	ENTS-POLITICAL CO. onth reporting period, has ade any contributions of a nection with any primary	ve you from you money or other th	r own funds and nings of value <sup>11</sup> i	in connection with an ele	ection to any political
	,	Yes ⊠. No [				-
	If yes, furnish th	ne following information:				
	Date	Amount or Thing	of Value	Political Orga	nization or Candidate	Location of Event
	10.2012	Edelman Employee		Barack Obama		Telephone donation
	10.2012	Edelman Emp. dona	tion: \$50.00	Democratic Co Committee	ongressional Campaign	Telephone donation
	09.2012	Edelman Emp. dona		Mitt Romney fo		Online Donation
	09.2012	Edelman Emp. dona	tion: \$500.00	Nancy Soderbe Senate	erg for Florida State	Online Donation

<sup>10, 11</sup> Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks" and the like.

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#### V-INFORMATIONAL MATERIALS

16.	(a) During this 6 month rep Yes ⊠	porting period, did	you prepare, disseminate or cause	to be disseminated any informational materials?1						
	If Yes, go to Item 17.	NO L		•						
		tem 16(a) do vou	disseminate any material in conne	ction with your registration?						
	Yes	No □	disseminate any material in come	ction with your registration?						
		naterials dissemina	ated during the six month period to	the Registration Unit for review.						
17.	Identify each such foreign	principal.								
			ffixed within Attachment A: Activ							
			bia (Affixed within Attachment A	: Activities)						
	Kongsberg Protech System	ns (Allixea Within /	Attachment A: Activities)							
18	During this 6 month reporti	ing period has any	foreign principal established a bug	dget or allocated a specified sum of money to						
10.			nating informational materials?	Yes ☐ No ⊠						
	If yes, identify each such for	oreign principal, sp	ecify amount, and indicate for wha	at period of time.						
	•									
			•							
19.	19. During this 6 month reporting period, did your activities in preparing, disseminating or causing the dissemination of informational materials include the use of any of the following:									
	Radio or TV broadcasts	•	newspaper	ms						
	Advertising campaigns	Press releases	• •	r publications  Lectures or speeches						
	•		·							
Elec	ctronic Communications									
$\boxtimes$	Email									
	Website URL(s):									
	Social media websites UKL(	(s):								
	Other (specify)									
	·			inated informational materials among any of						
20.	the following groups:	ing period, aid you	disseminate of cause to be dissem	mated infolmational materials among any of						
	☐ Public officials		Newspapers     Newspapers	☐ Libraries						
	☐ Legislators		<b>⊠</b> Editors	☐ Educational institutions						
	☐ Government agencies	5	☐ Civic groups or associations	☐ Nationality groups						
	Other (specify)									
21.	What language was used in	the informational	materials:							
	⊠ English	•	Other (specify)							
22.	Did you file with the Regis	tration Unit, U.S. I	Department of Justice a copy of each	ch item of such informational materials						
	disseminated or caused to b	e disseminated dur	ring this 6 month reporting period?	$Y_{es} \square_{No} \boxtimes$ Additional Information is attached with this filing.						
23.	Did you label each item of	such informational	materials with the statement requi	ired by Section 4(b) of the Act?						
	Yes □ No I		tion is attached with this filing.							

<sup>12</sup> The term informational materials includes any oral, visual, graphic, written, or pictorial information or matter of any kind, including that published by means of advertising, books, periodicals, newspapers, lectures, broadcasts, motion pictures, or any means or instrumentality of interstate or foreign commerce or otherwise. Informational materials disseminated by an agent of a foreign principal as part of an activity in itself exempt from registration, or an activity which by itself would not require registration, need not be filed pursuant to Section 4(b) of the Act.

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VI.	H. X	на т	,,,,	

In accordance with 28 U.S.C. § 1746, the undersigned swear(s) or affirm(s) under penalty of perjury that he/she has (they have) read the information set forth in this registration statement and the attached exhibits and that he/she is (they are) familiar with the contents thereof and that such contents are in their entirety true and accurate to the best of his/her (their) knowledge and belief, except that the undersigned make(s) no representation as to truth or accuracy of the information contained in the attached Short Form Registration Statement(s), if any, insofar as such information is not within his/her (their) personal knowledge.

(Date of signature)	(Print or type name under each signature or provide electrons)	or provide electronic signature 13)	
March 14, 2013	/s/ Randall Corley	eSigned	
,		<del></del>	
	·	_	

<sup>13</sup> This statement shall be signed by the individual agent, if the registrant is an individual, or by a majority of those partners, officers, directors or persons performing similar functions, if the registrant is an organization, except that the organization can, by power of attorney, authorize one or more individuals to execute this statement on its behalf.

#### **ATTACHMENT A: ACTIVITES**

## FARA Supplemental Filing January 31, 2013

#### **BOMBARDIER**

Below please find a brief summary of Edelman's work on behalf of Bombardier for its public relations efforts from 8/01/12 through 01/31/2013.

#### August 2012

#### **Strategy Development**

Provided recommendation on how leverage first CSeries flight test to promote new brand promise

#### September 2012

#### **Strategy Development**

- Held meeting in Montreal with Director of Corporate Communications to present CEO deployment plan and CSR activation plan
- Researched conferences in key markets for Bombardier CEO to participate in

#### October 2012

#### **Strategy Development**

• Shared updated proposal and additional recommendations around global conferences that Bombardier CEO should attend and participate

#### November 2012

#### **Media Relations**

 Provided media counsel to client regarding New York Times opportunity in Mexico City and Financial Times opportunity with Robert Wright

#### December 2012

#### **Media Relations**

Provided recommendations for media engagement at World Economic Forum at Davos

#### **CSR**

Developed CSR report proposal

#### January 2013

#### **Strategy Development**

Provided counsel to Bombardier Transportation communications contact on future projects

#### **Media Relations**

- Arranged interview and developed briefing materials for Bombardier CEO at World Economic Forum at Davos:
  - Bloomberg TV
  - o Reuters
  - CCTV.
  - o O Estado de S. Paulo

#### **CSR**

Meeting to present CSR report proposal

#### **GRUPO VICINI**

Corporate communication training.

Provided strategic counsel on reputation management issues.

#### **KONGSBERG Protech Systems**

#### **Strategy Development**

- Edelman team members supported Kongsberg's event demonstrating its CROWS system, a program of record for the US Army, to policymakers and the media.
- Edelman team members supported Kongsberg at an industry trade show.
- Edelman team members staffed Kongsberg informational meetings with research firms and think tanks.

#### **Media Relations**

- · Reached out to and met with reporters attending an industry trade show
- Reached out to and met with defense reporters in the Washington area to schedule press briefings on PROTECTOR CROWS.

#### Design

Designed Kongsberg's invitations for its demonstration and for the booth at the industry trade show.

#### **OERLIKON SOLAR, LTD**

Account is still open; however, no activity performed on this account during the reporting period.

#### Permanent Mission of Kingdom of Saudi Arabia

Created visual materials for the Permanent Mission of the Kingdom of Saudi Arabia to the United Nations, which included:

- The drafting and visual creation of an 8X8 brochure and a 20-page booklet highlighting the country's human rights progress
- The design of a logo
- The design and production of a banner to be used at an event
- The design and production of a 30-second video to be used as an event

#### SINGAPORE ECONOMIC DEVELOPMENT BOARD

The following outlines Edelman's general public relations activities performed for Singapore EDB:

#### [Strategy and Planning]

- Developed 2012-2013 strategic PR & communications plan; updated messaging; developed key opinion leader engagement recommendations
- Participated in immersive account onboarding meetings in Singapore, and hosted EDB for mid-year account review meeting

#### [Media Materials and Outreach]

- Press Releases
  - Edelman distributed several press releases during this timeframe for various announcements/issues/events, including:
    - Developed a byline for Medical Design Technology
    - Pitched FedEx announcement and related corporate developments/initiatives pertaining to U.S.-based companies
    - Sent release related to the opening of Gillman Barracks
    - Distributed information about the EDB year in review
- Monitoring and Counsel

- Edelman conducted ongoing media monitoring of important news topics and shared relevant coverage with EDB as appropriate, and in weekly reports
- Media Outreach
  - The team pitched media for various announcements/issues/events, positioning EDB as a Home for Talent, Innovation & Business within Asia
- Media Requests and Interviews
  - The team secured interviews / article opportunities with the following and responded to their interview requests, including:
    - Trade (FierceBigData, Air Cargo News, IN VIVO, Life Science Leader, Freighter's World, Journal of Commerce)

#### [Opinion/Thought Leadership /Content]

- Bylines and Op-eds
  - o Edelman secured interest for byline opportunity for EDB, coordinated in drafting

#### [Influencer Engagement]

- Conferences
  - Conducted background research and outreach for conferences and events for EDB's potential participation

#### **EXHIBIT A: question 5**

(for attachment to Section: A - Activities)

#### ADDITIONAL ANSWERS TO QUESTIONS IN SUPPLEMENTAL FILING FORM:

#### **Question 5.b**

During this six month reporting period, has the registrant hired as employees or in any other capacity, any persons who rendered or will render services to the registrant directly in furtherance of the interests of any foreign principal(s) in other than a clerical or secretarial, or in a related or similar capacity?

XYes	□ No			
Name Kemplay, Daniel Moran, Matthew Michael Holland Andrea Shatzman Al D'agostino	Residence Address San Francisco, CA Brooklyn, NY Florham Park, NJ New York, NY New York, NY	Citizenship U.S.A. U.S.A. U.S.A. U.S.A. U.S.A.	Position PR Staff: Oerlikon PR Staff: Singapore PR Staff: Bombardie PR Staff: Bombardie PR Staff: Bombardie	r 10.2012

#### Question 5.c

Have any employees or individuals, who have filed a short form registration statement, terminated their employment or connection with the registrant during this 6 month reporting period?

W.	•	
XYes		□ No

If yes, furnish the following information:

POSITION OR CONNECTION	DATE TERMINATED
PR Staff: Singapore	11/2012
PR Staff: Oerlikon	06/2012
PR Staff: Oerlikon	06/2012
PR Staff Oerlikon	12/2012
PR Staff: Bombardier	08/2012
PR Staff: Bombardier	08/2012
PR Staff: Kongsberg	11.2012
PR Staff: Kongsberg	11.2012
PR Staff: Kongsberg	11.2012
	PR Staff: Singapore PR Staff: Oerlikon PR Staff: Oerlikon PR Staff Oerlikon PR Staff: Bombardier PR Staff: Bombardier PR Staff: Kongsberg PR Staff: Kongsberg

# EXHIBIT A: question 19: Materials, Press Releases, etc. (for attachment to Section: A - Activities)

# KONGSBERG wins next phase CROWS contract

18.08.2012

KONGSBERG has been awarded a new framework agreement from the U.S. Army for production, system support and technical engineering support of the M153 CROWS Remote Weapon Stations (RWS). The contract was won in a full and open competition. The framework agreement has a value up to \$970M and extends over a five year period. KONGSBERG has received the first order under the framework agreement. The order carries a value of \$9.1M. The total scope of the agreement will depend on future demand and annual allocations. KONGSBERG has delivered RWSs to the U.S. Army's CROWS program since 2007.

"KONGSBERG is very proud to have been selected as the supplier for the next phase of the CROWS program. We have produced and delivered PROTECTOR RWS systems for over a decade and this new contract reflects the U.S. Army's confidence in the ability of KONGSBERG to provide high quality systems, services and solutions." says Walter Qvam, CEO, Kongsberg Gruppen.

"This contract award is a product of KONGSBERG's longstanding commitment to successfully deliver innovative solutions that meets our customers' high demands for quality and efficiency, says Egil Haugsdal, President of Kongsberg Protech Systems. Our team looks forward to continuing the excellent relationship we have with the U.S. Army and to delivering highly advanced systems that meet

customer's current and future needs."

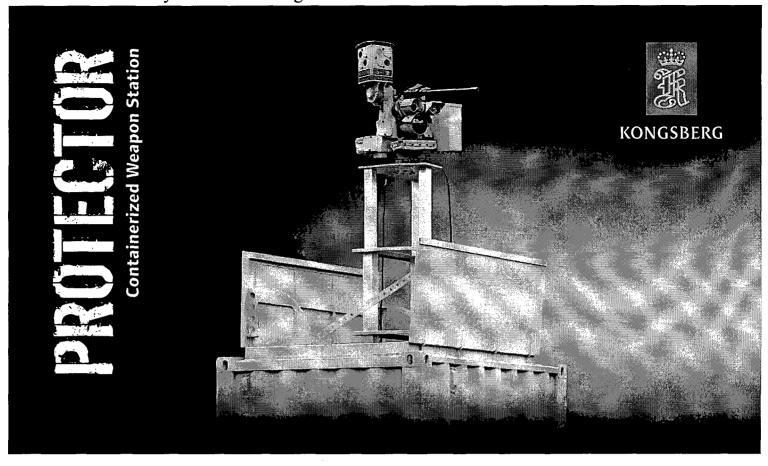
M153 CROWS is the primary remote weapon station being used by U.S. forces. KONGSBERG, working under the previous CROWS contract, has delivered over ten thousand M153 CROWS units to the U.S. military to date. In addition, KONGSBERG has customers for remote weapon stations in 16 other countries.

"It is an important contract, and winning this program in the midst of a tough market ensures KONGSBERG's world leading position in the market for remotely operated weapon stations," continues Egil Haugsdal.

#### For further information:

Egil Haugsdal, President, Kongsberg Protech Systems, Ph: +47 920 60 027, e-mail: egil.haugsdal@kongsberg.com

Ronny Lie, VP Corporate Communication, Kongsberg Gruppen ASA, ph: +47 916 10 798, e-mail: ronny.lie@kongsberg.com



#### **CONTAINERIZED WEAPON STATION (CWS)**

-Tactical Overmatch for Force Protection

#### **Operational Description**

The CWS is a Tricon container optimized to provide rapid organic direct fire-power support for Combat Outposts, Patrol Bases, Forward Operating Bases, Ports, and Shipboard-defense applications.

Supports the full-family of KONGSBERG PROTECTOR CROWS systems and effectors

- M2, MK19, M134, M240 and M249 weapons
- 360 Situational Awareness (SA) and Escalation of Force (EoF) effectors
- Tactical missiles

#### **System Description**

ISO-rated Tricon (Tricon type 1) container with integrated

- Electro-mechanical, rigid-chain lift, built specifically to support employment of Remote Weapons Station (RWS) from elevated positions
- Power management and back-up
- Full remote operation control of the container, lift and the RWS

Networked ethernet hub for integration and external cueing

**WORLD CLASS** – through people, technology and dedication

#### FEATURES / BENEFITS

#### Protects the force, improves survivability

Eliminates exposed guard towers

#### Standard, TriCon - ISO shipping container

- Non-descript, concealed purpose
- Moved with common handling equipment, common space, cube considerations

#### Hi-rate, electro-mechanical lift

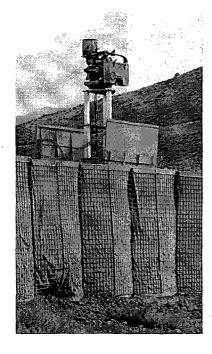
- Elevates the PROTECTOR CROWS to a position of dominance
- Improves target observation, acquisition, and engagement
- Improved fields of fire, lower chance of collateral damage

## Integrated power management, generator, and battery back-up

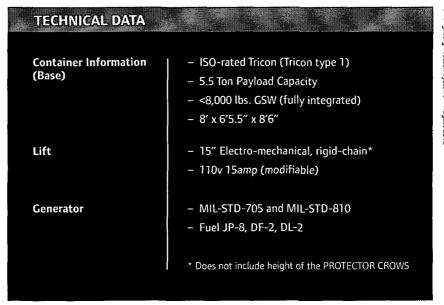
- Ability to "fight" the system, over extended periods after loss of primary power
- Operates from common or alternative power supplies

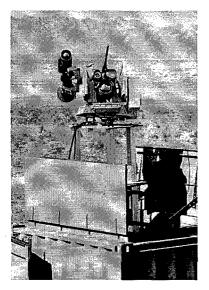
## Full remote operations (When used in conjunction with Standoff Extension Kit)

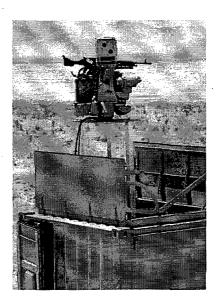
 Facilitates full control of the CWS and the PROTECTOR CROWS from a protected position

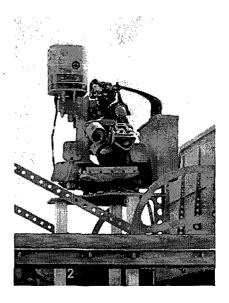


#### **Specifications**









## www.kongsberg.com

#### **Kongsberg Protech Systems**

Kongsberg Protech Systems 1725 Duke Street, Suite 600 Alexandria, VA 22314 LISA

Telephone: +1 703 838 8910 Fax: +1 703 838 8919

#### **Rapid Response Concepts**

57420 C.R. 3 Elkhart, IN 46517 Telephone: 574 970 0345 www.rapidresponseconcepts.com



#### SAUDI ARABIA

A modern, culturally diverse country of 27 million people.

Big cities and small towns; mothers and fathers; sons and daughters.

Business leaders and farmers; scholars and football fans.

Human dignity and human rights.

#### **HUMAN RIGHTS START AT HOME**

Human rights are principles instilled in Islam and so they are at the core of Saudi Arabia's society. They have been an integral part of Saudi life since the modern Kingdom was established in 1932.

As Islam is a religion of peace, tolerance and equality, and because Saudi Arabia is home the Two Holy Mosques in Makkah and Madinah to which millions of people of all races and nationalities make a pilgrimage every year. Saudi Arabia feels a unique obligation to defend the human rights of its citizens and of mankind. As the world moves forward in protecting and promoting human rights, so has Saudi Arabia at home.

In 2004, Saudi Arabia established the independently administered National Society for Human Rights to defend human rights within Saudi Arabia, Following that effort, in 2005, the Saudi Human Rights Commission was established to address human rights.

Today, there are more than 1,000 civil society institutions concerned with issues relating to the protection and promotion of human rights in the Kingdom.

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ADVANCING TOGETHER

"As long as we are united together in a spirit of cooperation, the hand of Almighty God will lead us. We shall always have His aid insofar as we can help one another."

- H.R.H. AMIR FAISAL IBN ABDUL AZIZ UPON SIGNING THE U.N. CHARTER,



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Candidacy of the Kingdom of Saudi Arabia to the United Nations Human Rights Council

2014-2016



#### THERE FROM THE BEGINNING

Since 1945, when Saudi Arabia became one of 51 founding charter members of the United Nations, it has worked to advance human rights at home and abroad and build an ever-more civil and just world. Saudi Arabia believes in the mission and role of the United Nations as both a guardian of and champion for human rights.

Saudi Arabia has had the opportunity to express its commitment in numerous ways, including the support and ratification of a wide variety of U.N. treaties over the decades, including the Convention Against Torture and

Other Cruel Inhuman or Degrading Treatment or Punishment, the Convention on the Elimination of All Forms of Discrimination Against Women, the International Convention on the Elimination of All Forms of Racial Discrimination, and the Convention on the Rights of the Child.

As a committed and responsible member of the world community, Saudi Arabia is proud to be an important part of the United Nations' heritage and honored to be a continuing part of its efforts in the future.



#### LIVING OUR VALUES

Saudi Arabia's support for the U.N. Universal Declaration of Human Rights remains unyielding. Saudi Arabia reaffirms its vision every day within its own borders to reflect its culture and honor its citizens and those who visit it with efforts that promote safety, expand opportunities and promote human rights.

#### SAUDI ARABIA BELIEVES...

...fairness in government is a way to foster human rights, and supports the work of the National Anti-Corruption Commission, created by King Abdullah in 2011, to address misconduct in public institutions. During its first year, the commission unveiled a multimedia awareness campaign about the perils and penalties of corruption.

...an educated society is essential to protecting human rights, and with women constituting 60 percent of Saudi Arabia's university-level student body, it is making great strides to ensure all of its citizens have an equal voice. King Abdullah University for Science and Technology reflects Saudi Arabia's progress and burgeoning support for male and female education and advancement of academic principles overall.

...family sits at the core of Saudi Arabia's guiding human rights principles, and it provides its citizens a wide array of benefits in this area, including maternity leave which is comparatively more generous than in many developed countries and laws requiring many larger employers to provide childcare and nurseries.

...an active citizenry is a guarantor of human rights, and Saudi Arabia especially looks forward to the participation of more women as they become eligible to vote and run in municipal elections and be appointed to the Shoura Council starting in 2015.

Further, Saudi Arabia believes in and supports the rights of all people throughout the world to strive for freedom, dignity and a better future.

#### EMBRACING THE FUTURE

A seat on the United Nations Human Rights Council will extend Saudi Arabia's past experience as a council member in promoting human rights around the world, as well as further globalize the council's perspective and mission.

Membership will help encourage the promotion and protection of human rights throughout the Muslim World, and ensure a strong and effective voice representing and reflecting its people's legitimate concerns and spiritual priorities.

Membership will be a much-needed inspiration to millions of people in the Middle East and elsewhere seeking freedom and the means to a better life for themselves and their families.

Membership also will encourage other nations to reexamine and refine their own human rights activities and accept the idea that expanding human rights is an ongoing journey that changes over time, and that depends upon tolerance and respect for diversity.

Saudi Arabia believes in the importance of this journey, It also knows that no one nation can change the past. But through its ongoing commitment to human rights and participation in United Nations efforts, all nations can be a part of building a better future - not just for Saudi Arabia, but for all people the world over,

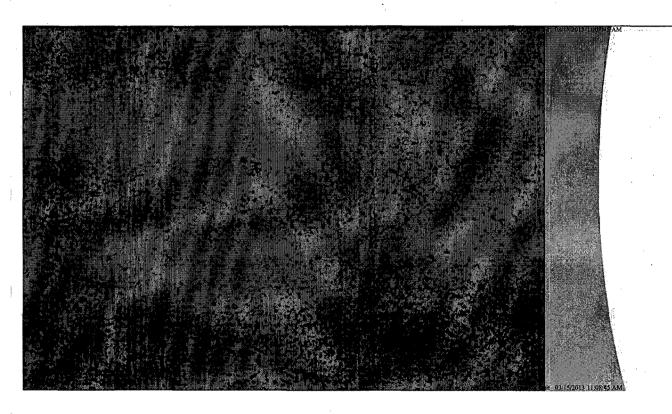


# Human Rights Council 2014-2016



Security Council 2014-2015

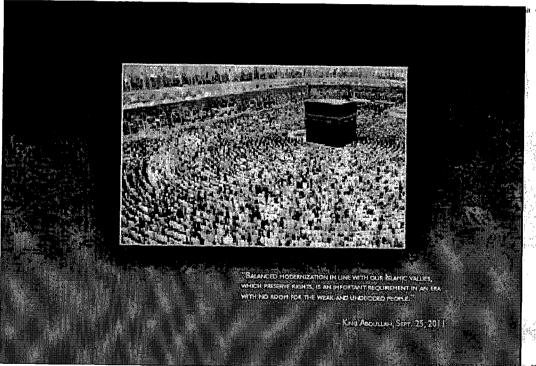
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# Candidacy of the Kingdom of Saudi Arabia to the United Nations

Human Rights Council 2014-2016







AN LINGUISTIN WE WE CHEEK TOURTHERS IN A STREET TO CONTRACT THE CONTRA

Advancing Together, Advancing Progress

regress and opportunity are the foundation upon which human rights thrive. In fact, they are inextricably linked. That's why as a country, as a government and as a people, we work every day to ordine that we improve those appears of our society that drive progress and build apportunity.

So we are expanding human rights in the Kingdom by ensuring that all Suids critizers - men and women - have greater access to education and health care, that once educated help can build satisfying and prosperious careers in their chosen fields, and for women, that as mothers and mothers to be they are cared for with cutting-edge medical science, and that as observe their voices, opinions and expirations not only are heard, but valued.

We are promoting human rights in the Kingdom by encouraging private employers with Soutization that brings more Soudi citizens into the radicity workforces, which we believe will both stabilize those enterprises and in sum, improve opportunity for guest workers and their families.

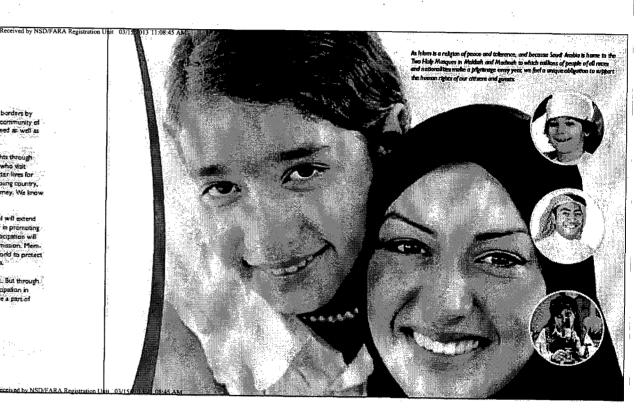
We are enhancing human rights in the Kingdom by supporting the channels through which people can engage with one another and the government with the establishment of human rights, cultural and interneligious organizations and via social media platforms. We are also working to further protect our people and givens with a strong and fair system of laws and regulations.

Finally, we are extending furnan nights beyond our borders by recognizing that we are part of a large and diverse community of radions that must support one another in time of need as well as celebrate one another's soccess when it occurs.

This book outlines our efforts to expand human rights through progress and opportunity to our people and those who wist the Kingdom our purpuse their dreams and build better lives for themselves and their families. As a comparatively young country, established just over 60 years ago, we are on a journey. We know a long road remains alread.

A sest on the United Nations Human Rights Council will extend Sould Arabin's past experience as a council member in priemoting human rights around the world. Our continued participation will also further globalize the council's perspective and mission. Membership will give license to the rest of the Muslim world to present and promote humans rights which note one horders.

We brow, too, that no one nation can after the part. But through our origining commitment to human rights and participation in United Nations efforts, we also know that we can be a part of building a before store for people the world over.



Promoting
Human Rights
by Empowering
Women and Girls
with Opportunity



"A woman is my mother, is my sister, is my daughter, is my wife, I am created from a woman." — King Abdullah



at mothers, our wines; our doughten, our assets then we are precious to us. We will do all we can to mours that they are able to reach their potential, whicher if their traditional roles on a modern claims of the world up physicians bearing those in reach as teachers obtaining the new generation of Saud leaders and as leaders are majorite. We are opportunity, improving accept to health case and implaining hard participation, all of which will constitute not only to the furnaming that of the Kingdom's woman, but to all of to distinct.

#### Expanding Education

More than a decade often the Kingdom signed and ratified the Convention on the Entimation of All Forms of Decamination Against Women (CEDIMA) statistics of gift and women and enterties to expand in Souch A side, bringing new opportunity not only to individual but to the country overall, and benefit from their dess and innovations. As of 2016, party in education has direct from their dess and innovations. As of 2016, party in education has direct from their dess and innovations and among maker 15-24 years of age and a 97 potter florably date for females in that came group, between 2001 and 2010 the entollinets of gift in primary school increased from 82 persons as 196.7 persons, more gift (74 persons) are in secondary school than boye (75) persons.

Educated gifts after have more exponently than every to attend world-does intendence of higher education. In 2012 Princes Manager, Anddrastinen Little every (PNU), the world a largest women-any princetopy opened to increase control in Riparth which can accommodate (1)000 audient, with the modifying hostinal and research certains for nanotechnology and increase. It reflects than Arabia's auppoint for women's education and destination elevation selection and destination of versil.

Further opportunity comes from the King Abdullah Schiobratip Program (KASP), which since 2005 has downed Saud students to study shroad in a work sarrey of top-liter univertice in a work range of countries, among them, the Linited States, the Linited Kingdom South Korea, India, the People's People's Office and South Africa. Today, more than one out of every five students awarded scholarships are women.

#### Fostering Economic Opportunity

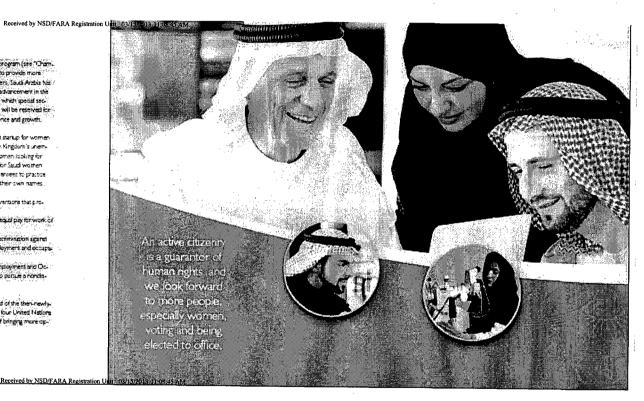
While projected economic growth and the Saudember program (see "Champaint" gropkyment Saudember, Selvent will continue to provide monit opportunity for advantal woments build satisfying careers, Soud Anaba has been a satisfy of conceins action to promote woments advancement in the workform. This includes readying at first industrial continue and produced to the workform. The includes readying at first industrial continues will be readying at first industrial continues and production halfs with in commercial enterprises will be readying the ready and the production of the second independence and growth.

This forgotion also is engaging with an ordine recruitment startup for womenbil Saudi Saided Gowerk by providing it with access to the Kingdom's unemployment case and were in injuries reference flowing for the propagation of the said of the said of the said of the said women occurred available in 2011 when they began to receive licensees to practice this, represent others in court and open that from single their own names.

At the international level, the Kingdom reaffed three conventions that promote gender equality in the worldome:

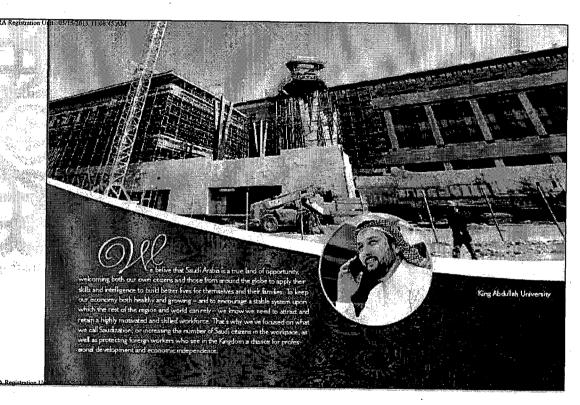
- UN Equal Remunentation Convention, which calls for equal pay for work of equal value, regarding of periode;
- UN Convention on the Elimination of All Forms of Disconnection sparred Women (CEDAW), which term decomplishes in employment and occupa-
- Interrotional Labour Organization's Discrementary Employment and Occupation's Convention, which requires ratifying states to purpose a nonclearing states to purpose a nonclearing states of purpose labour policy.

In addition, in 2010 South Arabia was leterated to the board of the then-newlytioned UTI Women, which, for greater impact, megaped four United Nations either to address women's liques and accidentate goals of bringing more opportunities as women everywhere:

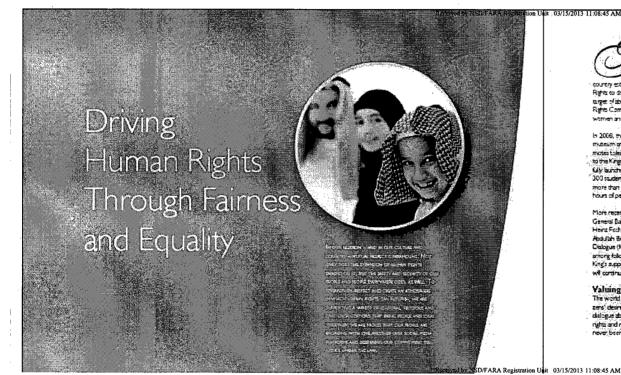




Enhancing
Human Rights
Through Economic
Independence







Inon a decade ago, in 2004, for example, the country stabilized the independently administered National Society for Human Rights to defend former representative and cubide South Arabit, whether the range of fature is a South Arabit, experience on a fature is a South Arabit, and Human Rights Committee to active the productive or a south Human Rights Committee to each set of the south Human Rights Committee to each set of the south Human Rights (among an admittee to each set of the south Human Rights (among an admittee or perfectly an admittee to each set of the south Human Rights (among an admittee or perfectly and admittee or perfectly and admittee or perfectly and admittee or perfectly and admitted the south Arabit and Arabit

In 2008, the Ning And state Center for World Cutture broke ground for at measure and firmly complex in Distruction, a state-of-the-art restriction froit promotes believed by both referringing And heights and bringing world outside to the Kingdom shough a wide army of programming. In 2011 above it authors, to the Kingdom shough a wide army of programming in 2011 above in authors by Wallington shough a wide army of programming and 400 voluntiers, developed 200 student projects, field more than 10 seed to programming a project of the programming and define and seed as a control of the programming and the programming area.

More resembly in November 2013, Ying Abdulah pined U.N. Serveture, General Ban Kermoon, King Jiam Calina I of Sport, Austrian Federal President Hereat Ficher and other world leaders in Nerva at the inneutions of the King. Abdulah Bin Abdulatic International Centre for International principal and International Collegium (VACIDI), created in enable, empower and encourage stations among followers of different religions and cultures account of the world. The King's appoint and intolerence assume that issues of biolerance among religions will continue to be an important interest in the Entraction.

#### **Valuing Dialogue**

The world is more connected than ever before, which has impacted our chared detere to be more connected to one shother; so well. As a result, including our the great chares of the day - datage, which indeed feel to the right and responsibilities of people to express themselves thoughtfully - has never been more through the connection of the state of the

That whip we're proud to have the highest usage of boold media in the Gulfregion, with more than 1.1 mileon Saudis joining Facebook, for example, often he jourcalization in the Airgeton in 2009 and a mileon users only bury years that. Today, the Kingdom leads the way in Twitter usage, as well, with more, than 3 mileon users. 45 precents of the form are women. Rysach a ranked 10th in the world among uses with the most tweets, reflecting the tip's and the ration's increasing openness for discussion of a wide variety of topics in ortice social platforms. In fact, Human Rights Watch notes that Teudis we increasrigly and openly discussing government affects on Twitter and Teudis use increas-

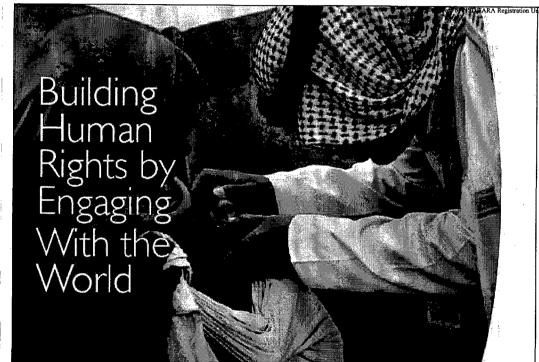
#### Honoring Justice and the Law

Human right care diminished fathers is not a trusted system in place to protect people in official times. Study Archa crounts that its protect of justice, while inserted in our religious and out-mit heritage and belief, also responds with farmes to drawing frees and the world in which we fire today.

And we have made much progress over the past dozen years:

- tranduting open count proceedings to promote greater transparency
- Bicking private individuals to see the security services (thus ensuring that our chazers and visitors throw that government agencies are under the publication of domestic (sw)
- \* giving access to soome Sauck prisons to ensure human rights standards are met \* baundring a companier to train judges in commercial law and codify Sharis as in infoliated to business and commercial law.
- encouraging a more open distingue among the government and civil society of human rights standards and enforcement, and findle
- expanding the orders of whom can become subject to include graduates of low stroots in the Kingdom, not solely those who are graduates of Sharia enhance.

We believe that the best way to protest people at home and at road is to have a just a system that is both rigorous and just, and we will continue to seek ways to refer ours to reflect those appropriets.



It wasts, huyari rights have no borders. When deaster this is anywhere on earth, we believe it is our responsibility to help where, how and when we can. When an opportunity arises for partnerings that can advance human dights and the human rights such denity affords, we nally our resources to play an adventile, whether independently or in primaritip with the United Nations.

#### Helping Friends and Neighbors in Need

Let a many departed and hazard, in heaping with the teriest of Islam and our deem to be an elample among national verywhere, the Kingdom believes it is natural, as well, to come to the aid of those in need of resources to rebuild their lives:

As noted in the 2011 U.N. MOG report. The Kingdom is one of the foremest donors of relief at 0. Whether responding to Cyclone 3dt in Bangladeth in 2017, with the mislant homeless, with \$150 millson (more than that from the U.S. and U.K.together), the Hani earthquake in 2010 with \$50 million to the U.N. Emergeboy, Response Fund; or to people whose sees have been upburned due to war, rehand dostenor constripting weather in Religion and Bangladeth with \$242.6 million, Sauid Arabia has helped to ensure that those repitated by such events in more than \$0 countries in Africa. Asia and beyond have been provided the resources they need for a full and meaningful recovery.

## Forming Partnerships That Drive Opportunity and Stability

Ad takes many farms, and the Saud Fund for Development's more than see determinent by projects related to energy infrastructure, agraduate and transport and communications with countries in Ara. After and development and to U.N. report will promote economic growth which, it is hoped, will procurage expending human right, as well.

These projects indicate building two university hospitals in Indonesia, dam construction in India, must electrification in Usanda and constructing eight schools in Cape Versia.

#### Making History: Welcoming 30 Women to the Shura Council Promotes Diversity of Ideas – and Ideas Promote Human Rights

We refuse to marginalize the ride of women in the South society. Those were the worlds of the Custician of the Two Holy (frequest, King Modulist bin ARGA Aria, which he announced in September 2011 that for the first time women will become members of the 150-member consultative Group Council. The council, a legislative body that advises the King on issued that are important to South Arabia, in a modern version of a traditional farmer concept —an accertible leader conculting with harmed and experienced crisens.

With women now required to make up 20 percent of the council, they will not only add diversity because of their gender, but because they have been appointed from every region in the country and they are from a wide variety of tackgrounds and professions. Their presence will bring a nich diversity of perspectives to discussionand debate.

Today, the King traving completed his appointments, the women on the Shural Council are getting well-described assistant throughout the world. Among them are sold rists, physicians, poets, Brasians and others — leaders in their fields now providing their risgs and expectes to the King as he leads the country in the 21 st contags.

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Here is some of what the women themselves have taid about this historic charge, what they hope to bring to their new roles and what it means for Saudi women and the country as a whole.

"This royal decrete eliminates off doubts about the infe of South women and confirms that they have a lay role to the work of an important official body in the government, not only in the implementation process but to the additionly process as well."

 Dr. Thuraya birn Ahmed bin Oberid bin Mehammed Oberid, former executive director of the United Nations Population Fund and Under-Secretary-General of the United Nations, and the first South women to become a head of a United Nations body.

We will pust and support warran to underlate identific releases, and we will be a heighting hand to make the Sould woman provid of fremel and makes her obec, these AV rate in the AL-Sharo Council will not be invited to defending the lights of women, but it will also holids ascerting her constitution in all sectors of the prodes.

On Hayat blint Sulainsan bin Hasan Sindi, Suidi scentrit, founder and CEO of the Instate of magnation and Ingersity is Jestish, and goodwill ambassador of UNESCO for Science.

"The sales from if 20 women to join the ALD hard Council gives the Sould Wember a votes, and we will make such that we EDy and efformed represent her."

 Dr. Lubna blist Abdulrahman blin Mohammod Al-Tayob Al-Ansari Associate professor in the Department of Family and Constainty Medicine as long Saud University in Popula.

The full presence in the Al-Shari Calonal is one of the must important actions ment this have occurred in the listory of the Sinal women's access. The contant action from Fig. 50 this list is women as others and as matter, and when started and continued when few will grow prove. He had a crise position and fore above the same of the appropriate decisions will be unless in the appropriate decisions will be unless in the appropriate or time, and that is what look place along multiplicate in these 20 programmes.

 $\dots$  I please to work as one matrix to realize the approximation of the sittenss and the society.

... Dr. Thuraya bint Ibrahim bin Hussain Al-Arandhr leading Saud Araban writer whose poetry has been translated into English, French, German, Ibilian, Faral and Japanese.

Women in the control will not be knited to so-coted Vicinet's sover in Play Roduko's sign consends that the women's a partner in all stoges of development in this community. This confirms the deviationed of the trend towards were in significant in descriptionaring to all expects of development. The Social community will be adjusted with howeveries can add to the economic, or any political individualities, and development fields the some way the added to educational and health fields. (So not that the advisorment of women will be instant for each coloring, front, and only appears but will also not be of classes addressed by the Carlied, belowing revieweest, inclined, ord recounts lines.

 Dr. Hanan bins Abdulrahoom bin Murlag Al-Ahmads: Director-General of the women's branch of the Indians of Public Chaminstiation, and professor of health management.

This nomination is the cultivariation of previous decidents, cheps, and support provided by V(r), Abdullation between Leanaber this nomination at an inner and expensively: . We will work hard to define the approximate of others and  $f(\vec{x})$ . We will work hard to define the approximate of others and  $f(\vec{x})$ .

 Dr. Nihad birth Hohammod Soud bin Alimed Al-Jacht Contalized of Federic and Neonatal, and head of the memory care unit for rewitom bases in the Patiently and Children Hospital, Durman

"The participation of warmen in the 44-Divisional by 20 percent of its meanbendup conformed that the warmen is no larger in columbin from development brogging, and its animograf partier of largers of the Social society."

Dr. His bins Abdulanta bin Nassar Al-Manua: Deay of largner affairs at the University of Process Nasra

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A seat on the United Nations Human Rights Council will amplify the Kingdom's already-existing U.N. participation in promoting human rights, which has included ratifying crucial U.N. treaties:

- Convention Against Torque and Other Cruel Inhuman or Degrading Treatment or Punishment (CAT)
- Convention on the Elimination of All Forms of Discrimination against Women (CED/W)
- International Convention on the Elimination of All Forms of Racial Discrimination (CEPD)
- Convention on the Pights of Fersons with Disabilities (CPD)
- Convention on the Rights of the Child (CRO)
- Optional Protocol to the Convention on the Rights of the Child on the involvement of children in armed conflict (CRC-OPAQ).
- Optional Protocol to the Conversion on the Rights of the Child on the sale of children child prostation and child perrography (CRC-OP-SC)



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Singapore Pumps Innovation into the Heart of Asia's Growing Cardio Device Industry

Medical Design Technology

By Kevin Lai, Director, Biomedical Sciences, Singapore Economic Development Board

In the time it takes to read this article, 30 Chinese men and women will die from heart disease. This staggering statistic means that as Asia continues to witness astonishing growth and development, Asians will increasingly wrestle with the disease. Heart disease is already the number one killer in China and India, and is fast on the rise throughout Southeast Asia, where the World Health Organization reports that cardiovascular diseases accounts for 27% of all deaths.

A variety of factors account for the rise of heart disease in the region: for example, as Asia continues to urbanize and develop economically, Western-influenced diets and work habits become the norm. As young men and women trade manual labor for desk jobs, they become less physically active and therefore more susceptible to cardiovascular problems.

In response to these health trends, demand for affordable medical devices—and cardiac devices in particular—is exploding in Asia. In August 2012 *Mass Device*, a publication covering the medical device industry, reported that over the next decade, Asia's share of the global cardiac device market is expected to grow from a current 29 percent to 38 percent. This growth is especially noteworthy in China and India. In July 2012 *Medical Device and Diagnostic Industry*, a US trade publication, reported that China's medical device market is expected to expand about 15 per cent annually over the next five years, while India's market is estimated to expand about 23 percent.

Many of the world's top medical technology firms—both Asian and Western—are working to meet the healthcare needs in Asia. Whereas a decade ago virtually all cardiac devices used in patients in the region were made in the U.S. and imported, medical technology companies are increasingly focused on meeting Asian demand from Asia. Besides physiological differences amongst a diverse Asian population, companies will also have to grapple with the complex regulatory environment which differs from country to country. Differences in the level of training that physicians in Asia receive mean that cardiac devices made for the Asian market will need to be simpler and easy-to-use with minimal training. All this underscores the need for Western medical technology companies to innovate in Asia for Asia.

Singapore was an early entrant into the cardiac design market and is increasingly turning its sights on innovating for the Asian market. Earlier this year, Texas-based medical device manufacturer Greatbatch announced a new R&D center in Singapore aimed at designing active implantable medical devices for the cardiovascular and neuromodulation segments. It is the first Asian venture by Greatbatch and the first R&D centre for active implantable medical device in Asia. Beyond R&D, companies such as Medtronic, which opened a US\$56 million manufacturing facility in Singapore last year, plan to expand their production. By 2017, Medtronic will be producing 50 percent of its pacemakers from its facility in Singapore, many of which will be used to satisfy Asian demand. Likewise, Singapore will become Edwards' largest production site for heart valve manufacture. Edwards currently has 38 percent of global market share for the production of transcatheter heart valves.

Recognizing that talent is a critical factor of success for medical technology innovation, Singapore has invested heavily in talent development programs. One good example is the collaboration with Stanford University to develop the Singapore-Stanford Biodesign program that allows Singaporeans from different backgrounds such as engineering, medical and business to be trained in medical device innovation process under the guidance of industry experts in Silicon Valley. They will also spend significant portion of their time in the Asian clinical setting to be fully immersed and using their skills in biodesign to solve unmet clinical needs in Asia.

Singapore has managed to differentiate itself from global competitors by building a solid reputation for stability, quality, and reliability, making it an intuitive choice for manufacturing particularly when it comes to Class III cardiovascular devices. Its strong base of suppliers respects Singapore's strict IP protection and international regulatory requirements. The presence of contract manufacturers like Intricon, Univac and Heraues provides opportunities for flexible, outsourced manufacturing models. Last month, Heraeus, the precious metals and technology group headquartered in Germany, announced the opening of its first Medical Wire Competency Center in Singapore. Part of the reason for having its facility in Singapore was to be closer to its major Cardiac Rhythm Management customers which have been relocating their medical device manufacturing to Southeast Asia.

While Asia provides an exciting growth opportunity for global medical device companies, the challenges of accessing the Asian market are undeniable. Pricing, healthcare financing, regulatory policy and frameworks, training capacity and patients awareness are some of the important factors that will

influence market access in Asia. Medtronic set up a business model innovation team in Singapore to better understand these factors from the Asian perspective and devise new market access strategies for the region. Singapore's strong regional networks, deep healthcare and regulatory expertise, and ability to access top global talent, makes it an ideal base for companies to develop their market access strategies. In fact, companies find Singapore extremely unique because they can gain access to innovation, manufacturing, and market access capabilities all within the 700 km<sup>2</sup> City state located in the heart of Asia.

**Kevin Lai** is director at the Singapore Economic Development Board (EDB) where he leads the Biomedical Sciences group overseeing multinational pharmaceuticals, biotechnology, medical technology and health care companies with investments in Singapore. The EDB is the lead government agency for planning and executing strategies to enhance Singapore's position as a global business centre.

28 January 2013

# EDB RECORDS NEW INVESTMENT HIGH FOR 2012, MOVES INTO 2013 WITH CAUTIOUS OPTIMISM

Record investments reflect investors' continued confidence in Singapore's growth potential

#### (I) **OVERVIEW**

- 1. EDB achieved record investment commitments in 2012 as investor interest and confidence in Asia remained strong. This reflects Singapore's continued attractiveness to businesses. It also demonstrates that Singapore's positioning as a Global-Asia hub, as well as EDB's 'Home' strategy continue to resonate strongly with companies looking for a strategic base in Asia to drive their business, innovation and talent activities.
- For 2013, EDB's investment forecast reflects a consideration between the cautiousness from the sluggish global economy and the optimism of continued investment interest by companies to tap growth in Asia.

#### (II) YEAR 2012 IN REVIEW

3. In 2012, EDB's Fixed Asset Investments ("FAI") and Expected Value-Added Per Annum ("VA") exceeded the forecast numbers despite global economic uncertainties, especially in the second half of 2012.

Indicator	2011 Actual	2012 Forecast	2012 Actual
Fixed Asset Investments (S\$ billion)	13.7	13.0 – 15.0	16.0
Total Business Expenditure Per Annum (S\$ billion)	7.3	6.0 – 7.5	6.2
Expected Value-Added Per Annum (S\$ billion)	15.5	15.0 – 17.0	20.3
No. of Skilled Jobs	20,300	18,000 – 21,000	18,600

(Please refer to Annex A and Annex B for details)

- 4. FAI, at S\$16.0 billion, was an all-time high¹ due partly to significant investments from the Electronics and Energy & Chemicals industries. The record FAI is a validation of EDB's 'Home' strategy, and reflects the continued strong investment interest by companies to seize long-term growth opportunities in Asia through Singapore. Total Business Expenditure Per Annum ("TBE"), at S\$6.2 billion, was at the lower end of the forecast, and reflects the short term cautious business sentiments in 2012.
- 5. When investments committed in 2012 are fully implemented, they will contribute a record S\$20.3 billion in VA, and create 18,600 new skilled jobs, meeting our forecast.
- 6. In spite of the uncertain global economy, Singapore's tight labour market and foreign manpower policy adjustments, companies remain confident in Singapore's strong business fundamentals. Singapore's Global-Asia positioning continues to gain traction from both global and Asian companies. In particular, global companies, both large MNCs and, increasingly, medium-sized enterprises continue to find Singapore attractive as a strategic location to stage their Asian growth from. Singapore's strong fundamental attributes of trust, knowledge, connectedness and liveability that have been built up over the last 50 years, remain valuable to investors, especially so for high-value industries, such as infant nutrition and pharmaceuticals; and across various activities including research & development, supply chain management, manufacturing and talent development.

<sup>&</sup>lt;sup>1</sup> Spikes due to the petrochemical cracker-related investments in 2007 and 2008 are excluded.

#### (III) 2013 INVESTMENT OUTLOOK

7. With the continued uncertainty over the global economy, EDB is cautiously optimistic about investment commitments in 2013.

Indicator	2012 Actual	2013 Forecast
Fixed Asset Investments (S\$ billion)	16.0	11.0 – 13.0
Total Business Spending less depreciation per annum (S\$ billion)	6.2	6.5 – 8.0
Expected VA per annum (S\$ billion)	20.3	16.0 – 18.0
No. of Skilled Jobs	18,600	19,000 – 22,000

- 8. The lower 2013 FAI forecast is consistent with the level of capital-intensive investments expected over the medium term, in keeping with Singapore's land and manpower constraints. The increase in TBE and number of skilled jobs reflects our confidence that there are good investment prospects ahead for Singapore, against the backdrop of Asia's growth, and an increasing focus by global companies on Southeast Asia.
- 9. Even though growth prospects in the developed economies might be weak, MNCs and Asian companies continue to show strong investment interest in this part of the world. Also, technological advancements such as those in advanced manufacturing will open up new possibilities for Singapore. These technologies present us the opportunity to build a stronger future of manufacturing in Singapore that will better optimise our land and manpower resources. Even as Singapore embarks on economic re-structuring, EDB will continue to focus on enhancing Singapore's capabilities and competitiveness, to capture these new opportunities. This will enable Singapore to grow in a sustainable manner while creating good jobs and careers for Singaporeans.

#### (IV) CONCLUSION

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10. "The record investments achieved by EDB in 2012 reflect Singapore's continued

attractiveness as a business location," said Mr. Leo Yip, Chairman of EDB. "As we move

into 2013, despite the challenges of the global economy, Singapore remains at the heart

of a vibrant Asia that is growing. There continue to be good business opportunities that

Singapore will do well to capture, that can help secure our economic future for a long time

to come. EDB will continue to build on Singapore's strengths, harness new technologies to

strengthen our key sectors such as manufacturing, and seize opportunities to further

bolster our competitive position."

\*-\*-\* END \*-\*-\*

**ABOUT THE EDB** 

The Singapore Economic Development Board (EDB) is the lead government agency for planning and executing strategies to enhance Singapore's position as a global business centre. EDB dreams, designs and delivers solutions that create value for investors and companies in Singapore. Our mission is to create for Singapore, sustainable economic growth with vibrant business and good job opportunities. EDB's 'Host to Home' strategy articulates how we are positioning Singapore for the future. It is about extending Singapore's value proposition to businesses not just to help them improve their bottom line, but also to help them grow their top line through establishing and deepening

strategic activities in Singapore to drive their business, innovation and talent objectives in Asia and globally.

For more information on EDB, please visit www.sedb.com

For media enquiries, please contact:

Mr. Glenn Koh

**Corporate Communications** 

Tel: (65) 6832-6146

Mobile: (65) 9738-7187

Email: glenn koh@edb.gov.sg

**ANNEX A** 

**DEFINITIONS** 

Fixed Asset Investments (FAI) refers to capital investment in facilities, equipment and machinery.

**Total Business Expenditure (TBE)** refers to a company's incremental operating expenditure in Singapore (excluding depreciation). The major components include wages and rental.<sup>2</sup>

**Value Added (VA)** measures the direct contribution to Singapore's Gross Domestic Product (GDP) excluding multiplier effects. The major components include wages and profit.

**Skilled Jobs** are defined as occupations in the Professional, Manager, Executive, Technician and Skilled Production Craftsman categories

Note: The investment commitment classification by industry for 2012 is based on the latest Singapore Standard Industrial Classification (SSIC 2010).

<sup>&</sup>lt;sup>2</sup> EDB transitioned from tracking Total Business Spending (TBS) to tracking TBE in 2012. TBE is TBS less depreciation.

**ANNEX B** 

### **LIST OF TABLES AND CHARTS**<sup>3</sup>

Table A: 2012 Investment Commitments by Industry

Chart 1: FAI Investment Commitments (2003 – 2012)

Chart 2: FAI Investment Commitments by Industry (2011, 2012)

Chart 3: FAI Investment Commitments by Region (2011, 2012)

Chart 4: TBE Investment Commitments (2005 – 2012)

Chart 5: TBE Investment Commitments by Industry (2011, 2012)

Chart 6: TBE Investment Commitments by Region (2011, 2012)

Chart 7: VA Expected to be Generated (2003 – 2012)

Chart 8: VA Expected to be Generated by Industry (2011, 2012)

Chart 9: VA Expected to be Generated by Region (2011, 2012)

Chart 10: Total Skilled Employment Created (2003 – 2012)

Table A: 2012 Investment Commitments by Industry

<sup>&</sup>lt;sup>3</sup> 2011 figures are based on SSIC 2005 and 2012 figures are based on SSIC 2010

Industry	FAI (S\$ billion)	TBE (S\$ billion)	Expected VA per annum (S\$ billion)	Skilled Emp
Electronics	6.2	1.2	1.7	2,900
Chemicals	6.7	0.8	1.7	1,080
Biomedical Manufacturing	0.3	0.2	0.7	520
Precision Engineering	0.3	0.2	0.4	930
Transport Engineering	0.6	0.7	0.8	3,190
General Manufacturing Industries	0.1	0.1	0.1	160
Infocommunications & Media	0.1	0.3	0.6	730
Headquarters & Professional Services	0.8	1.4	4.8	5,510
Engineering & Environmental Services	0.4	0.9	8.8	2,540
Logistics	0.5	0.4	0.7	1,010
Education	0.0	0.01	0.003	30
Healthcare Services	0.0	0.0	0.0	0
Total	16.0	6.2	20.3	18,600

Chart 1: FAI Investment Commitments (2003-2012)

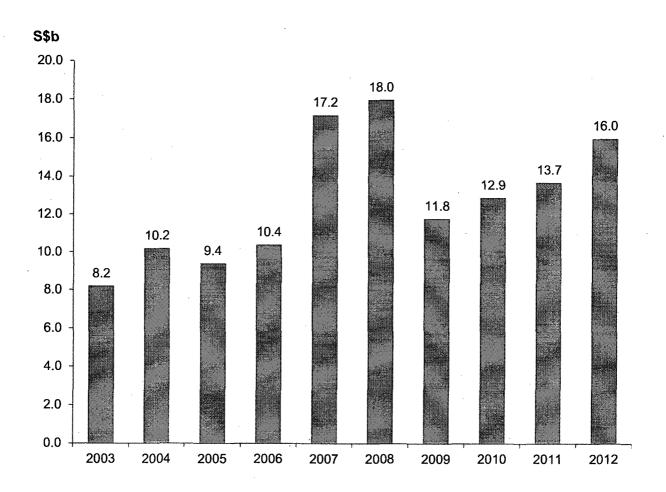
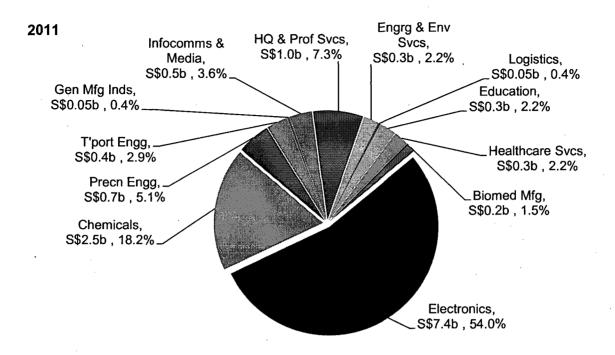
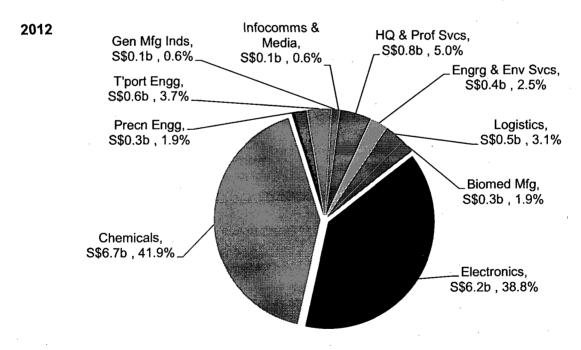


Chart 2: FAI Investment Commitments by Industry (2011, 2012)



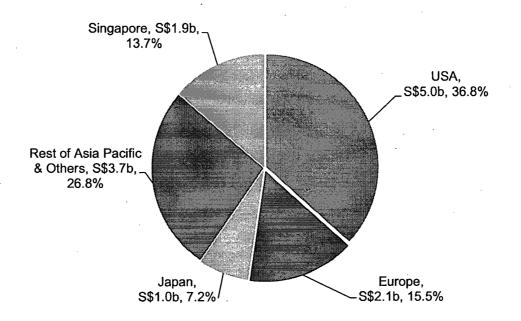
Total: S\$13.7 billion



Total: S\$16.0 billion

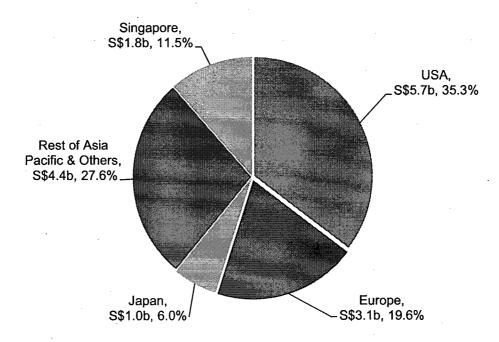
Chart 3: FAI Investment Commitments by Region (2011, 2012)

2011



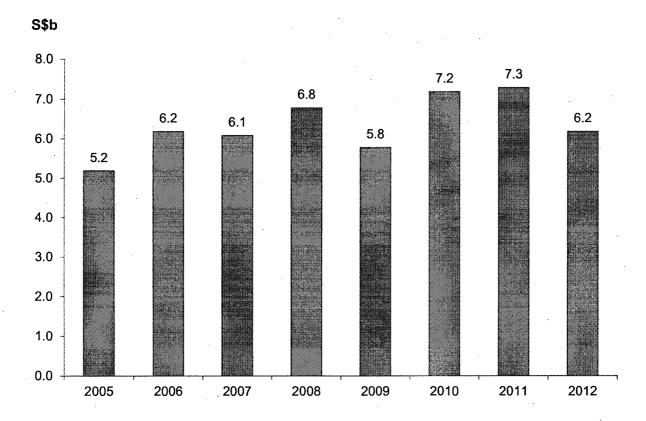
Total: S\$13.7 billion

2012



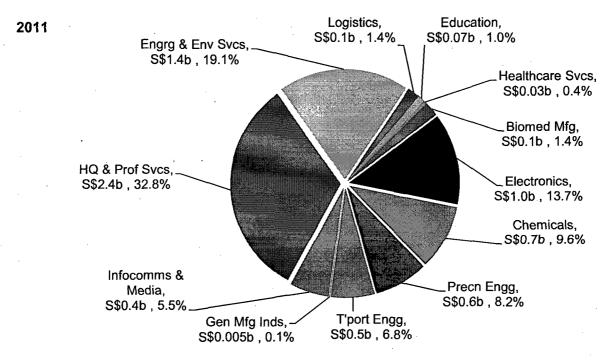
Total: S\$16.0 billion

Chart 4: TBE Investment Commitments (2005-2012)<sup>4</sup>

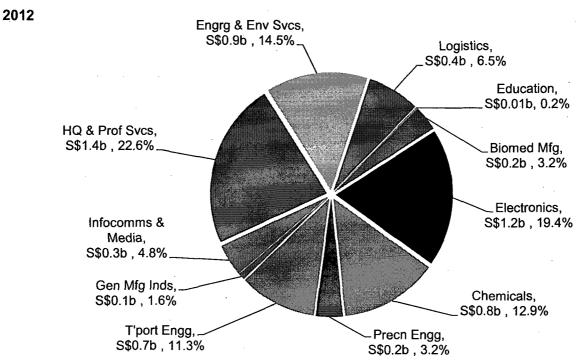


<sup>&</sup>lt;sup>4</sup> TBE (Total Business Spending excluding depreciation) was not measured before 2005

Chart 5: TBE Investment Commitments by Industry (2011, 2012)



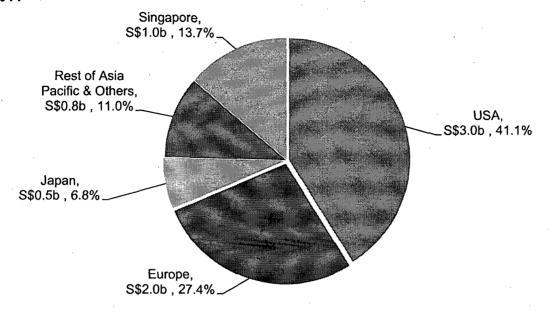
Total: S\$7.3 billion



Total: S\$6.2 billion

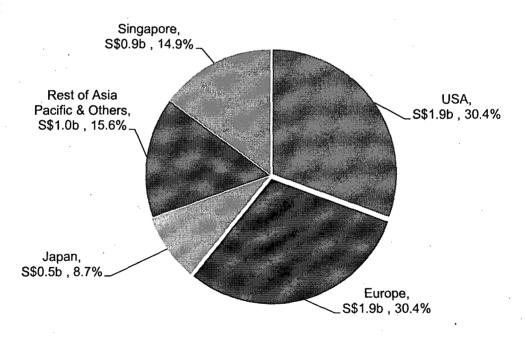
Chart 6: TBE Investment Commitments by Region (2011, 2012)

2011



Total: S\$7.3 billion

2012



Total: S\$6.2 billion

Chart 7: VA Expected to be Generated (2003-2012)

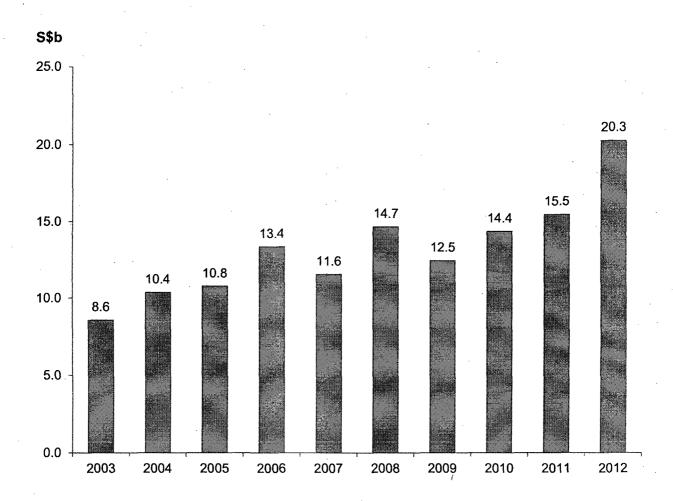
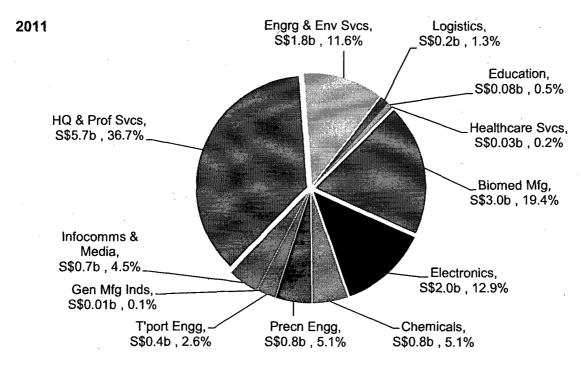
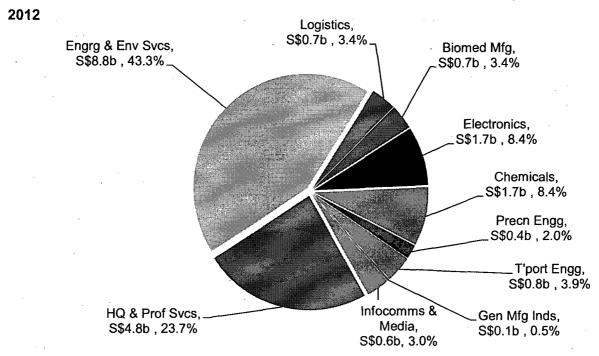


Chart 8: VA Expected to be Generated by Industry (2011, 2012)



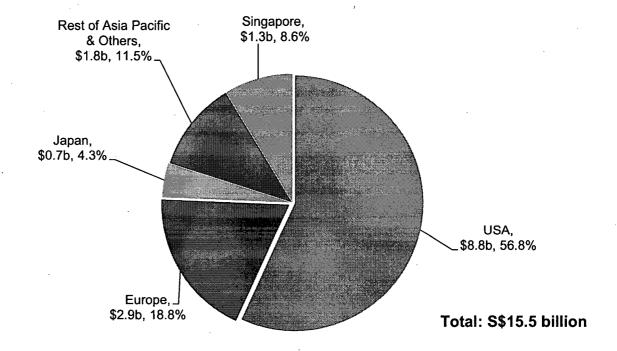
Total: S\$15.5 billion



Total: S\$20.3 billion

Chart 9: VA Expected to be Generated by Region (2011, 2012)

2011



2012

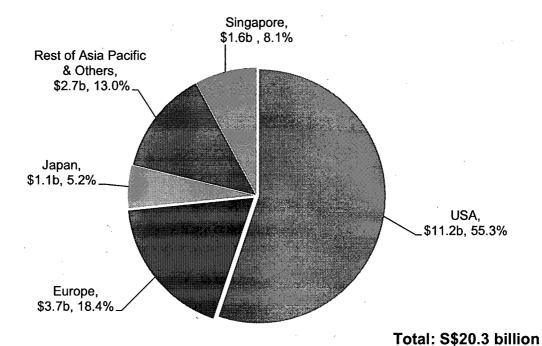
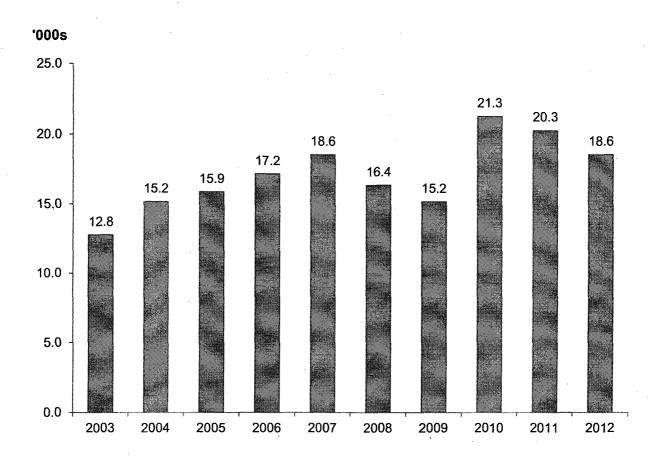


Chart 10: Total Skilled Employment Created (2003-2012)





# FedEx Customers Benefit from Singapore's First Integrated Regional Hub with On-site Customs Clearance Facility

FedEx New South Pacific Regional Hub consolidates air, clearance and ground operations offering customers faster and more reliable access to global trade

SINGAPORE, October 3, 2012—FedEx Express (FedEx), a subsidiary of FedEx Corp. (NYSE: FDX) and one of the world's largest express transportation companies, today officially opened its new South Pacific Regional Hub in Singapore aiming to better support customers in the region and enhance their access to global markets. Officiating the opening was Minister Lui Tuck Yew, Minister of Transport.

The S\$97-million South Pacific Regional Hub is the first and only express transportation facility in Singapore and the largest FedEx consolidated facility in Asia Pacific that houses air, ground and clearance operations under one roof. It is also the only hub in Singapore to house a special on-site facilitation of cargo shipment clearance by the Immigration and Checkpoints Authority and Singapore Customs, which translates into faster, more convenient customs clearance for FedEx customers.

Located within the Air Cargo Express (ACE) Hub at Singapore Changi Airport, the 282,700-square-foot integrated facility serves the Singapore market and is a trans-shipment point for Asia Pacific shipments in and out of Australia, New Zealand, and Southeast Asia countries such as Laos and Cambodia.

FedEx has the highest number of dedicated flights of any international express company operating its own flights in and out of Singapore to Asian and US destinations. The FedEx South Pacific Regional Hub boasts an airside infrastructure that includes two new aircraft parking bays currently servicing FedEx 34 fights in and out of Singapore weekly. This close proximity of the FedEx aircraft to FedEx operations means that it can take less than four minutes for the FedEx container to be delivered to the sort belt in the gateway from the moment it is unloaded off the aircraft. As a result, this provides FedEx with enhanced end to end process control from aircraft arrival to the delivery of the packages to our customers.

The FedEx South Pacific Regional Hub has a fully-automated high-speed 12-output sorting system that can sort up to 12,000 packages per hour. This sort system has an intelligent scan system that is able to read package labels on its five visible surfaces and uses a "shoe sorter" to direct packages to the right path. The hub can accommodate over 280 delivery vehicles.

"This new hub reinforces FedEx long-term commitment to Singapore, where we already have our Asia Pacific Data Centre and Financial Services Centre. It also underpins our support for Singapore's aim to be a leading air cargo hub in the region. Recent reports indicate that more U.S. companies may increasingly shift their investments or businesses from traditional manufacturing markets to ASEAN<sup>[1]</sup>, and Singapore's strategic location lends itself to being an important hub for such global trade. The enhanced efficiency the FedEx South Pacific Regional Hub brings to our operations is designed to provide our customers with greater, faster and more reliable access to regional and global trade opportunities," said Karen Reddington, regional vice president, South Pacific, FedEx Express.

"Singapore is proud to be FedEx chosen partner for its South Pacific Hub, the first of its kind in South and Southeast Asia. The facility will be able to leverage Changi Airport's specialised air cargo express infrastructure to optimise FedEx regional express operations for the growing Asia market. The South Pacific Hub will further strengthen Singapore's strategic air cargo hub and ability to offer more extensive connectivity to the region," said Kelvin Wong, executive director, Logistics, Singapore Economic Development Board.

#### **About FedEx Express**

FedEx Express is the world's largest express transportation company, providing fast and reliable delivery to more than 220 countries and territories. FedEx Express uses a global air-and-ground network to speed delivery of time-sensitive shipments, by a definite time and date with a money-back guarantee<sup>5</sup>.

#### About FedEx Corp.

FedEx Corp. (NYSE: FDX) provides customers and businesses worldwide with a broad portfolio of transportation, e-commerce and business services. With annual revenues of \$43

<sup>[1]</sup> ASEAN Business Outlook Survey 2012/2013, AMCHAM Singapore

<sup>&</sup>lt;sup>5</sup> Subject to relevant terms and conditions

billion, the company offers integrated business applications through operating companies competing collectively and managed collaboratively, under the respected FedEx brand. Consistently ranked among the world's most admired and trusted employers, FedEx inspires its more than 300,000 team members to remain "absolutely, positively" focused on safety, the highest ethical and professional standards and the needs of their customers and communities. For more information, visit <a href="news.fedex.com">news.fedex.com</a>.

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**OR** 

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# **Attachments B:Receipts & C:Disbursements**

# Bombardier, Inc.

RECEIPTS during the period August 1, 2012 through January 31, 2013

DATE	PURPOSE		AMOUNT	
8/17/2012	Client Services		\$	20,600.00
9/14/2012	Client Services		\$	20,600.00
10/19/2012	Client Services		\$	20,600.00
11/9/2012	Client Services		\$	20,600.00
12/7/2012	Client Services		\$	20,600.00
1/11/2013	Client Services		\$	72,100.00
		TOTAL	\$	175,100.00

## Bombardier, Inc.

DISBURSEMENTS during the period August 1, 2012 through January 31, 2013

DATE	PURPOSE		AMO	UNT
8/23/2012	Administration Fee		\$	600.00
9/20/2012	Administration Fee		\$	600.00
10/20/2012	Administration Fee		\$	600.00
11/20/2012	Administration Fee		\$	600.00
11/30/2012	Administration Fee		\$	750.00
12/4/2012	Administration Fee		\$	750.00
12/13/2012	Administration Fee		\$	600.00
1/5/2013	Ground Transit Charges		\$	48.00
1/5/2013	Web Conferencing		\$	9.55
1/5/2013	Parking		\$	81.00
1/5/2013	Tips & Gratuities		\$	18.00
1/5/2013	Travel-Meals / Subsistence	:	\$	58.00
1/5/2013	Travel-Meals / Subsistence		\$	19.50
1/5/2013	Travel-Meals / Subsistence		\$	7.00
1/5/2013	Travel-Meals / Subsistence		\$	52.71
1/5/2013	Travel-Meals / Subsistence		\$	39.00
1/5/2013	Hotels/Lodging		\$	197.53
1/5/2013	Hotels/Lodging		\$	197.53
1/5/2013	Hotels/Lodging		\$	197.53
1/29/2013	Administration Fee		\$	690.00
		TOTAL	\$ .	6,115.35

# **Grupo Vicini**

RECEIPTS during the period August 1, 2012 through January 31, 2013

DATE ^	PURPOSE	AMOUNT	
8/8/2012	Client Services & Out Of Pockets	1,473.08	
11/2/2012	Client Services & Out Of Pockets	5,999.60	
12/27/2012	Client Services & Out Of Pockets	33,731.46	
1/31/2013	Client Services & Out Of Pockets	10,475.01	

	TOTAL	. \$	51,679.15	
		T		
Grupo Vicini				
DISBURSEMENTS during t	he period August 1, 2012 through January 31, 20	013		
DATE	PURPOSE		AMOUNT	
8/31/2012	Administration Fee		175.50	
9/30/2012	Administration Fee		222.60	
9/30/2012	CATT Vendor Load		42.01	
10/31/2012	Ground Transit Charges		81.30	
10/31/2012	Web Conferencing		4.48	
10/31/2012	Administration Fee		562.28	
10/31/2012	Hotels/Lodging		363.93	
10/31/2012	Parking		36.00	
10/31/2012	Travel-Meals / Subsistence		124.52	
10/31/2012	Meals - Staff		64.53	
11/30/2012	Airfare		735.02	
11/30/2012	Administration Fee		1,042.29	
12/31/2012	Airfare		22.0	
12/31/2012	Limousine/Car Service		326.5	
12/31/2012	Web Conferencing		3.9	
12/31/2012	Admin Fees		540.25	
12/31/2012	InterCo Out-of-Pocket Costs		15,900.00	
	TOTAL	\$	20,247.23	
<b>Kongsberg Protec</b>	h Systems			
RECEIPTS during the perio	od August 1, 2012 through January 31, 2013			
DATE	PURPOSE		AMOUNT	
8/13/2012	Client Services & Out of Pockets	\$	34,432.50	
8/31/2012	Out of Pockets	\$	128.94	
10/1/2012	Client Services	\$	10,600.00	
10/15/2012	Client Services & Out of Pockets	\$	10,666.00	
10/16/2012	Client Services & Out of Pockets	\$	3,710.00	
11/5/2012	Client Services & Out of Pockets	\$	5,512.00	
12/11/2012	Client Services	\$	10,600.00	
12/21/2012	Client Services	\$	10,600.00	
	TOTAL	\$	86,249.44	
1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1				
<b>Kongsberg Protec</b>	h Systems			
	-	L		

DATE	PURPOSE	AMOUNT	
9/12/2012	Ground Transit Charges	\$	60.00
9/12/2012	Service Fee	\$	6.00
12/11/2012	Information Services	\$	38.10
12/11/2012	Web Conferencing	\$	11.18
12/11/2012	Ground Transit Charges	\$	71.00

	·	·
12/11/2012	Service Fee	\$ 12.02
·	TOTAL	\$ 198.30
<u>Oerlikon</u>		
No Receipts nor Disbursements	s during this time.	
Permanent Mission	•	
of Saudi Arabia	•	
RECEIPTS during the period Au	gust 1, 2012 through January 31, 2013	
DATE	PURPOSE	AMOUNT
1/29/2013 (invoice		
#100074219)	Dec 2012 Client Service (Fees & OOPs)	\$ 30,000.00
<del></del>	<del></del>	<u> </u>
	TOTAL	\$ 30,000.00
	I CIAL	<del>                                    </del>
Permanent Mission o	of Saudi Arabia	
	eriod August 1, 2012 through January 31, 20	
DATE	PURPOSE	AMOUNT
No disbursements during this period	<u>.</u>	
period		
SINGAPORE ECONON	IIC DEVELOPMENT BOARD	· · · · · · · · · · · · · · · · · · ·
	gust 1, 2012 through January 31, 2013	<u> </u>
DATE	PURPOSE	AMOUNT
10/24/2012	Client Fees	42,044.10 GB
11/9/2012	Client Fees	10,452.80 GB
12/6/2012	Client Fees	20,830.00 GB
1/15/2013	Client Fees	10,637.15 GB
	TOTAL	83,964.04 GB
SINGAPORE ECONON	IIC DEVELOPMENT BOARD	
DISBURSEMENTS during the pe	eriod August 1, 2012 through January 31, 20	)13
DATE	PURPOSE	AMOUNT
No disbursements during this		
period		
		· ·
	TOTAL	